

Title: **An Analysis of the Tuna-Mackerel Gillnet Fishery in Nha Trang, Vietnam**

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Abstract: Economic indicators are needed for future knowledge-based fisheries management in Vietnam. This entails a good data collecting and processing system. This paper contributes to this requirement for the tuna-mackerel gillnet fishery, near-shore and offshore, in Nha Trang, South-Central Vietnam. For 2005 and 2006 fifty vessels were surveyed for technical characteristics, investments and loans, revenue, fixed and variable costs, and earnings indicators have been produced. Vessel size varies from 13.0 to 19.0 m with a total crew of 8 to 12. Regression analysis of 2005 data for revenue as a function of hull length, engine capacity, fishing gear, equipment and age of vessel. Crew members are found to have somewhat higher annual income than the average in the province, which again is higher than the average national level. Vessel owners have a reasonably good net profit, surprisingly, the highest for the smallest vessels surveyed, both nominally and in particular for net profit rates. Fishing revenue is found to be u-shaped, probably mirroring the dichotomy of fishing grounds, near-shore and offshore in international waters. Some policy implications of the findings are discussed.